

MAIL TO:
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Registry of Charitable Trusts
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COMMERCIAL FUND-RAISER FOR CHARITABLE PURPOSES

2002 ANNUAL FINANCIAL REPORT

(California Government Code Section 12599)

Failure to file annual financial report by January 30 annually for each calendar year of solicitation may result in fines or filing penalties as defined in Government Code Section 12586.1

An annual financial report must be filed for each event for each charity solicited for during the previous calendar year.



Name and Address of Commercial Fund-raiser:

422

SANDERSON GROUP, INC.
PO BOX 462195
ESCONDIDO, CA

92046-2195

Name and Address of Charitable Organization:

CT No. 57318 F.E.I.N. No. 33-0080723

EXCHANGE CLUB CENTER FOR THE PREVENTION OF
CHILD ABUSE OF SAN DIEGO COUNTY, INC.

Name of Charity
4157 FAIRMOUNT AVE.

Address of Charity
SAN DIEGO, CA 92105-1609

City, State, and ZIP Code of Charity

National Campaign ☐ California Campaign ☒ Multi-purpose campaign for the purpose of accom-
plishing information dissemination, membership organization, fund raising and the
production of a Live Family Enter- held (on) (from) JULY 14, 2002, to Sept. 22, 2002.
(Type of Activity) tainment Event (Date or dates must be shown)

Is the contract between the commercial fund-raiser and charity based upon a fee or percentage of revenue? (check one)
If other, provide brief explanation _____

Fee ☐ Percentage ☒
Other ☐ OF GROSS PROFITS

1. REVENUE

A. Cash contributions	_____	A.
B. Entertainment sales or admission charges	_____	B.
C. Sales from products	_____	C.
D. Advertisement sales	_____	D.
E. Membership fees	_____	E.
F. Other sources: (Specify)		
a. <u>SEE ATTACHED</u>	<u>122,214.50</u>	Fa.
b. _____	_____	Fb.
c. _____	_____	Fc.
d. _____	_____	Fd.

G. TOTAL REVENUE 122,214.50 G.

2. EXPENSES

A. Fees or commissions	<u>*</u>	A.
B. Salaries	<u>*</u>	B.
C. Payroll taxes	<u>*</u>	C.
D. Employee benefits	<u>*</u>	D.
E. Cost of merchandise for resale	<u>*</u>	E.
F. Cost of entertainment	<u>*</u>	F.
G. Postage	<u>*</u>	G.
H. Advertising	<u>*</u>	H.
I. Telephone	<u>*</u>	I.
J. Rental of equipment	<u>*</u>	J.
K. Facilities charge	<u>*</u>	K.
L. Permits	<u>*</u>	L.
M. Other expenses: (Specify)		
a. _____	_____	Ma.
b. _____	_____	Mb.
c. _____	_____	Mc.
d. _____	_____	Md.

N. TOTAL EXPENSES * N.

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3. Amount to Charity * 3.
4. Less additional fund-raising expenses paid by charity (to be completed by charity) * 4.
5. Less fair market value of goods and/or services used for the event which were paid by sponsor(s) * 5.
6. Net proceeds realized by charity from the campaign (subtract lines 4 and 5 from line 3) * 6.
7. (a) Does any officer, director, partner or owner of the Commercial Fund-raiser have any affiliation with or control over, directly or indirectly, the charitable organization for which the Commercial Fund-raiser has contracted to solicit?
- ☐ Yes ☒ No If "yes," complete the following:

Name of officer, director, partner or owner of Commercial Fund-raiser	Name and address of charitable organization	Relationship of officer, etc. To charitable organization
N/A		

(b) For each affiliation identified in 7 (a), attach copy of the contract between the commercial fundraiser and the charity.

Under penalties of perjury, I declare that I have examined this report, including accompanying documents, schedules and statements, and to the best of my knowledge and belief, it is true, correct and complete.

Gary L. Sanderson President

Signature of authorized officer/Commercial Fund-raiser	Printed Name	Title	Date
	GL SANDERSON	PRESIDENT	3/19/03

Directors of the charitable organization for verifying the distribution.

	Printed Name	Title	Date
	PAUL E. SCHMIDT	V.P.	3-19-03

Signature of authorized officer/director (Charity)	Printed Name	Title	Date
	JANE E. DARBY	SEC.	3-19-03

Atorney General's
Registry of Charitable Trusts

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EXCAP MMOP 2002

STATEMENT OF FUNCTIONAL DISTRIBUTION

REVENUE:

\$122,214.50

TOTAL SALES:

Live Entertainment Event (Sch. I)	\$6,375.00
Cost of Sales	\$3,299.79
Product Cost	\$4,794.24
Permits/Licenses	\$0.00
Telephones	\$645.40
Postage	\$1,215.00
Bank Charges	\$29.03
Other	\$0.00
Campaign Payroll (Schedule II)	\$15,067.96
Operational Expenses (Sch. III)	\$1,431.00

Total Cost of Fund Raising Event:

\$32,857.42

Gross Profit on Sales:

\$89,357.08

USE OF FUNDS

Public Relations (Sch. IV)	\$26,482.42
Information Dissemination (Sch. V)	\$29,424.91
Organization Membership (Sch. VI)	\$15,693.28
General Fund	\$17,756.47

Total Use of Funds:

\$89,357.08

See attached notes and schedules.

STATEMENT OF FUNCTIONAL DISTRIBUTION

NOTES:

1. More than 70% of the proceeds of this event were immediately returned to the community by the enhancement of the sponsoring organization projects, the creation of new jobs, the maintenance of office operations and other costs associated with operating this campaign activity.
2. In addition, the organization received for its sales two hundred (200) family tickets. The organization received the total value of all of these tickets. The direct monetary value of these tickets is \$9,000.00.
3. This report has been prepared utilizing a Statement of Functional Distribution which is developed in accordance with generally accepted accounting principles. Historical arithmetical means have been utilized in computing some figures. Many of the expenses are of a variable or semi-variable nature.
4. In addition to actual funds received, the charity received additional intangible benefits, which are set forth in the agreement between the parties and accounted for in this report.

SCHEDULE I

Live Entertainment Event:

Performers	\$4,950.00
Site/Facility	\$775.00
Insurance	\$650.00
Stagehands, security	\$0.00
TOTAL:	<hr/> \$6,375.00

SCHEDULE II

Campaign Payroll:

Night Telephone Representatives	\$6,093.20
I/C Compensation	\$4,062.13
Day Telephone Representatives	\$2,749.83
Clerical	\$891.00
Messengers	\$1,099.93
Incentives/Bonuses	\$171.86
TOTAL:	<hr/> \$15,067.96

SCHEDULE III

Operational Expenses:

Office Supplies	\$148.50
Office Rent	\$486.00
Ads	\$594.00
Utilities	\$202.50
TOTAL:	<hr/> \$1,431.00

SCHEDULE IV

Public Relations Expenses:

Cost of Sales	\$3,299.79
Product Cost	\$4,794.24
Permits/Licenses	\$0.00
Telephone	\$645.40
Postage	\$1,215.00
Bank Charges	\$29.03
Other	\$0.00

Campaign Payroll

Night Phone Representatives	\$6,093.20
I/C Compensation	\$4,062.13
Day Phone Representatives	\$2,749.83
Clerical	\$891.00
Messengers	\$1,099.93
Incentives/Bonuses	\$171.86

Operational Expenses

Office Supplies	\$148.50
Office Rent	\$486.00
Ads	\$594.00
Utilities	\$202.50
Business License(s)	\$0.00

TOTAL:

\$26,482.42

SCHEDULE V

Information Dissemination Expenses:

Cost of Sales	\$3,666.44
Product Cost	\$5,326.94
Permits/Licenses	\$0.00
Telephone	\$717.11
Postage	\$1,350.00
Bank Charges	\$32.25
Other	\$0.00
Campaign Payroll	
Night Phone Representatives	\$6,770.22
I/C Compensation	\$4,513.48
Day Phone Representatives	\$3,055.36
Clerical	\$990.00
Messengers	\$1,222.15
Incentives/Bonuses	\$190.96
Operational Expenses	
Office Supplies	\$165.00
Office Rent	\$540.00
Ads	\$660.00
Utilities	\$225.00
Business License(s)	\$0.00
TOTAL:	<hr/> \$29,424.91

SCHEDULE VI

Organization Membership Expenses:

Cost of Sales	\$1,955.43
Product Cost	\$2,841.03
Permits/Licenses	\$0.00
Telephone	\$382.46
Postage	\$720.00
Bank Charges	\$17.20
Other	\$0.00

Campaign Payroll

Night Phone Representatives	\$3,610.79
I/C Compensation	\$2,407.19
Day Phone Representatives	\$1,629.53
Clerical	\$528.00
Messengers	\$651.81
Incentives/Bonuses	\$101.85

Operational Expenses

Office Supplies	\$88.00
Office Rent	\$288.00
Ads	\$352.00
Utilities	\$120.00
Business License(s)	\$0.00

TOTAL:

\$15,693.28